

Message Text

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12

ACTION AGR-20

INFO OCT-01 EA-11 ADP-00 EB-11 COME-00 RSR-01 RSC-01 /045 W

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P 150619 Z MAR 73

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC PRIORITY 6781

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E. O. 11652: GDS

TAGS: ETRN

SUBJECT: RESULTS KDBC TENDER HOLSTEIN BRED HEIFERS

PASS AGRICULTURE FAS IOANES/ HARTMAN CAB

REF: AGATT AIRCOMM OF MAR 2, 1973

1. SUBJECT CONCURRENCE MAF AND IBRD, KDBC HAS AWARDED TENDER TO BALDWIN/ US FOR 1000 HD AND ELDER/ AUSTRALIA 700 HD.
 2. BETWEEN BID OPENING FEB 28 AND SELECTION MAR 14, PRICE NEGOTIATION SITUATION DEVELOPED. AGATT QUESTIONED MAF AND KDBC AS TO PROPRIETY UNDER TERMS OF TENDER.
 3. IN ADDITION TO SEEKING LOWER FOB PRICE KDBC URGED BIDDERS USE KOREAN AIR LINES CHARTER AS THEY COULD ARRANGE LOWER CHARGE.
 4. ACCORDING TO KDBC BALDWIN REDUCED FOB PRICE TO \$610 AND ACCEPTED KAL AT \$240 FRT FOR FINAL C AND F BID OF \$850 PER HEAD.
 5. COVALL/ MICHELSON REFUSED ACCEPT KAL ON BASIS 707 (ONLY AIRCRAFT AVAILABLE TO KAL) NOT SUITABLE. MICHELSON REDUCED MIN WT TO 850 LBS AND C AND F PRICE OF SPRING SHIPMENT TO \$850 AND FALL SHIPMENT TO \$861. COVALL STATES THIS NOT RPT NOT NEGOTIATION
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BECAUSE: A. HE APPROACHED BY KDBC ON BASIS OF BEING MOST COMPETITIVE BIDDER AND B. ORIGINAL PRICE NOT CHANGED FOR 900 LBS ANIMALS.

6. COVALL EXTREMELY UNHAPPY OVER RESULTS AND ADVISED AGATT THAT MICHELSON PLANS FOLLOWING ACTIONS

A. PROTEST TO WORLD BANK ON BASIS BREAKDOWN BID SYSTEM, PRESSURE USE UNACCEPTABLE AIRCRAFT, AND INFLUENCE NEW ZEALAND CONSULTANT TO KDBC.

B. INITIATE LITIGATION FOR INJUNCTION ON BALDWIN SHIPMENT. CLAIM BALDWIN RESPONSIBLE BREAKDOWN BID SYSTEM.

C. INITIATE LITIGATION AGAINST HFS INC ON BASIS THEY IN COLLUSION BALDWIN TO DEFAME MICHELSON. ISSUE MAY BE MADE OVER HFS/ HFAA/ FAS RELATIONSHIP RE RECENT KENNEDY VISIT. MAY INSTITUTE CLASS A ANTI TRUST SUIT HFS/ HFAA.

D. PROTEST TO WORLD BANK ALSO INCLUDE CRITICISM KDBC ACCEPTANCE ELDER BID AS CLAIM ELDER DID NOT RPT NOT MEET TERMS OF 1972 CONTRACT WHILE MICHELSON COMPLIED FULLY.

E. MICHELSON WILL OPPOSE CAB GRANTING LANDING RIGHTS KAL.

7. BALDWIN REP ADVISED AGATT EARLIER THEY ASKED REDUCE PRICE BUT REFUSED. AGEN FOR HFS REPORTS KDBC NEVER RAISED QUESTIONS ON PRICE OR ANYTHING ELSE DESPITE HIS REPEATED CALLS. NO AM LIVESTOCK REP REPORT SIMILAR.

UNDERHILL

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

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Disposition Date: 28 MAY 2004
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Disposition Reason:
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Subject: RESULTS KDBC TENDER HOLSTEIN BRED HEIFERS
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